

CCET 2004

Center for Commercialization & Entrepreneurial Training

Taking Technology-Based Innovations to the Commercial Market

Los Alamos, New Mexico

We are pleased to offer the following exciting program opportunity in the Los Alamos Synergy Center located in the Los Alamos Research Park, 4200 W. Jemez Rd. All seminars run from 8:00 a.m. to 12:00 p.m. and are free of charge. Space is limited. Please contact Candise Marotta via email, candise.m.marotta@lmco.com or by phone 505-473-7011 for reservations.

Schedule of Seminars

Friday, January 30

Entering the Entrepreneurial World

This session introduces the emerging or expanding entrepreneur to the services of Technology Ventures (TVC), commercializing a technology-based product, analyzing the business and financial potential of a product and exploring the organization and legal alternatives.

Friday, February 27

Market Research and the Marketing Plan

This session will aide the entrepreneur in determining the market potential of their product, understanding the dynamics of the market place, forecasting sales and revenue into a revenue model and producing a marketing plan.

Friday, March 26

Financial Management

This session will explore raising capital, understanding and using financial statements, preparing budget projections and proforma financial statements, dealing with the various tax issue and applications and company valuation.

Friday, April 23

Preparing and Presenting the Business Plan

This session will take the entrepreneur step by step through the process of developing and wring a business plan directed toward achieving equity financing for their company.

Friday, May 21

Operations Start-Up, Monitoring and Human Resources

This session will describe the business organization development process, essential legal, accounting, taxation and record keeping processes. We will also discuss staffing, recruiting, training and retaining personnel.

Friday, June 25

The Term Sheet and Lessons Learned

This session will explain term sheets, the techniques of negotiation, developing relationships with investors and provide insight from entrepreneurs who have experienced the equity funding process.

CCET is the education and training arm of Technology Ventures Corporation (TVC), in partnership with the National Nuclear Security Administration (NNSA). Our recently opened offices in Los Alamos at the Synergy Center, 4200 W Jemez Road, provides an opportunity to expand a program that has been highly successful in developing technology-based innovations coming out of the national laboratories, universities and business communities. This intensive how-to education program incorporates an extensive national experience base with local professional and academia subject matter expertise.

